

Message Text

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44

ACTION AF-18

INFO OCT-01 ADP-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 DODE-00 PA-03 USIA-15 PRS-01 L-03

H-03 EUR-25 STR-08 RSR-01 /151 W
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FM AMEMBASSY NAIROBI

TO SECSTATE WASHDC 2872

INFO AMEMBASSY DAR ES SALAAM

LIMITED OFFICIAL USE NAIROBI 4806

E.O. 11652: N/A

TAGS: EGEN, KE

SUBJECT: GOK ISSUES QUIT NOTICES TO OVER 1100 NON-CITIZEN TRADERS

REF: NAIROBI 0182

BEGIN UNCLASSIFIED

1. MINCOMMERCE & INDUSTRY KIANO ANNOUNCED ON JULY 20 THAT OVER 1100 NON-CITIZEN TRADERS THROUGHOUT COUNTRY WOULD RECEIVE QUIT NOTICES EFFECTIVE IMMEDIATELY UNDER TRADE LICENSING ACT, AND MUST TRANSFER PROPERTY TO CITIZENS BY DECEMBER 31. KIANO ALSO TOLD LOCAL MANUFACTURERS TO ADHERZ TO GOK POLICY OF DISTRIBUTING PRODUCTS THROUGH AFRICAN AGENTS. FINALLY, KIANO EXPANDED LIST

SPECIFIED GOODS (ITEMS THAT CAN ONLY BE HANDLED BY CITIZENS) TO INCLUDE TIRES AND TUBES, CURIOS AND TROPHIES, AMONG OTHER ITEMS, TO TAKE EFFECT AUGUST 1.

2. COMING ON TOP OF 418 QUIT NOTICES ISSUED BY GOK IN JANUARY (SEE REFTTEL), NEW MEASURES COMPRISE TOUGHEST STEPS TAKEN THUS FAR BY GOK TO "KENYANIZE" AND "AFRICANIZE" TRADE. SHOPS AFFECTED
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RANGE FROM USUAL GENERAL GOODS STORES TO MORE SOPHISTICATED

ACTIVITIES LIKE INSURANCE AGENTS, DRYCLEANING, DRESS DESIGNERS, AND AUTO SPARE PARTS DEALERS. EVEN A FEW BATA SHOE OUTLETS HANDLING LOCALLY-MADE FOOTWEAR (FACTORY IS CANADIAN-OWNED) ARE INCLUDED. KNOWN U.S. INTERESTS DIRECTLY AFFECTED ARE CALTEX AND ESSO, WHICH RECEIVED QUIT NOTICES FOR THREE SERVICE STATIONS; AND SINGER, WHOSE OUTLET IN ELDOROT (ONE OF ELEVEN NATION-WIDE) WAS AFFECTED.

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3. NEW MEASURES, THOUGH TOUGH, DO NOT AFFECT LARGE EUROPEAN DISTRIBUTORS WHICH STILL HANDLES BULK OF KENYA'S IMPORTS AND WHOLESALERS, AND WITH WHOM U.S. MANUFACTURERS MAINTAIN MOST REPRESENTATION. NONETHELESS MEASURES ARE CONTINUED SINCE THAT KENYA IS DEAD SERIOUS ABOUT AFRICANIZING AT A REASONABLE, PRACTICAL PACE, AND THAT NEXT TARGETS MAY BE LARGE FOREIGN DISTRIBUTORS WHO HAVE FAILED TO TAKE STEPS TO AFRICANIZE. U.S. FIRMS SEEKING TO ENTER KENYAN MARKET THROUGH LOCAL DISTRIBUTORS SHOULD TAKE DUE COGNIZANCE PRESENT FACTS OF LIFE.
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